

Acquisition Reform Success Story



Joint Air-to-Surface Standoff Missile (JASSM)

Program Manager (PM): Mr. Terry Little
Program Executive Officer: Mr. Harry Schulte
Contractor: Competing Downselect
Lockheed-Martin PM: Mr. Tom Goslin
McDonnell Douglas PM: Mr. Jim Gates
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Program Description

A next generation air launched cruise missile that will provide the Air Force and Navy with an affordable, conventional, long-range, precision guided weapon system. Due to its standoff capability, JASSM will destroy the enemy's war-sustaining capabilities while allowing the launch platforms to remain outside the ranges of their area air defenses. JASSM will be capable of operating in a 2010 threat environment and beyond.

How Streamlining Made a Difference

The JASSM program office did more for acquisition reform in 1996 than any program has done in the past 5 years. We rewrote the "How-to-Book of Acquisition".

Measure	Old Way	JASSM	% Reduction
Request for Proposal (RFP)	~ 1000 pages	78 pages	93%
RFP release to Contract Award	180 days minimum	77 days	58%
Warranty	Material, Workmanship	15 yr bumper-to-bumper	
Average Unit Price	CAIG estimate @ 700K	< 500K	> 29%
Program Office Manning	Average 100	54	46%
Milestone 0 to Milestone 1	Average 27 months	9 months	67%
Program Definition & Risk Reduction	~ 33 months	25.5 months	23%
Consideration of Past Contractor Performance	Superficial	50% of decision	

Bottom Line: JASSM will have a complete "bumper-to-bumper" 15 year warranty (**better**), asset availability in the 3rd Qtr 2001 (**faster**), average unit price of < 500K (**cheaper**).